



Eli Sarmiento
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June 24, 2022

Dear Valued Chevron Lubrication Marketer:

Chevron is announcing a general price increase in the U.S. market on all lubricating oils and greases up to 12% due to increasing costs of raw materials and packaging impacting the manufacturing of our products. This price movement will be effective on August 1, 2022. Specific products may vary in certain instances in amounts outside of the ranges mentioned above.

We understand and appreciate the efforts required by our Marketers to communicate this pricing action to your customers. Our posted price changes by material will be available in Business Point by July 22, 2022.

Please note:

- To manage our order fulfillment and provide the ability to meet the needs of all our customers, we would appreciate it if you placed your orders consistent with historical order patterns. To serve all Marketers, we will be limiting your orders shipped between July 11, 2022, and July 31, 2022, to 105% of your average monthly volume over the last six months (January 1, 2022 – June 30, 2022). The shorter window on order limits is in place because the July 11th price increase order limit is active thru July 10th. Your average monthly volume may be prorated to a weekly total.
- Your average monthly volume is defined as your average monthly purchases from January 1, 2022, to June 30, 2022. Details regarding your average monthly volume are available to you through your LBST Customer Sales Associate. Marketers that exceed the above limit will be billed at the new posted price levels via debit note for the difference between the current prices and new effective prices as of July 31, 2022.
- Please plan accordingly, as large order quantities placed the week before the increase will be reviewed and may not be accepted by Chevron.
- Please note that orders received prior to the price increase date with ship dates beyond the price increase date will not receive price protection.

The Chevron Lubricants sales staff is committed to meeting your needs. Your Business Consultant will contact you with more details and supporting information.

As always, thank you for your business.

Sincerely,

Eli Sarmiento
Manager, Americas Pricing
Chevron Lubricants